

# Summary of 7(a) Loan Approvals by \$ Volume

## Buffalo/Rochester Combined

### Fiscal Year 2011 as of November 2010

<b>Lender</b>	<b># of Loans</b>	<b>Total Dollars</b>
MANUFACTURERS & TRADERS TR CO	55	7,689,100
FIVE STAR BANK	26	5,555,700
FIRST NIAGARA BANK NATL ASSOC	12	2,251,500
NORTHWEST SAVINGS BANK	1	2,075,000
EVANS BANK NATL ASSOC	13	1,872,000
THE LYONS NATIONAL BANK	6	1,675,000
UPS CAPITAL BUSINESS CREDIT	1	1,655,000
KEYBANK NATIONAL ASSOCIATION	10	885,000
THE BANK OF CASTILE	7	874,700
NEWTEK SMALL BUS. FINANCE INC.	1	871,000
HSBC BK USA NATL ASSOC	8	784,000
CANANDAIGUA NATL BK & TR CO	4	635,000
STEUBEN TRUST CO	4	580,000
WELLS FARGO BANK NATL ASSOC	1	478,000
RBS CITIZENS NATL ASSOC	7	465,000
BNB BANK, NATIONAL ASSOCIATION	1	375,000
CORNING FCU	2	280,000
GENESEE REGIONAL BANK	3	177,000
NEW YORK BUS. DEVEL CORP	1	150,000
RELIANT COMMUNITY FCU	1	30,000
SUPERIOR FINANCIAL GROUP, LLC	1	10,000
<b>Grand Total</b>	<b>165</b>	<b>\$29,368,000</b>

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<b>Grand Total</b>	<b>165</b>	<b>\$29,368,000</b>

Summary of 504 Third Party Loans  
Buffalo/Rochester Combined  
Fiscal Year 2011 as of November 2010

Lender	# of Loans	Total Dollars
MANUFACTURERS & TRADERS TR CO	2	649,300
FIVE STAR BANK	1	2,775,000
NORTHWEST SAVINGS BANK	1	90,000
Grand Total	4	\$3,514,300

Summary of 504 Loan Approvals  
Buffalo/Rochester Combined  
Fiscal Year 2011 as of November 2010

Lender	# of Loans	Total Dollars
EMPIRE ST. CERT. DEVEL CORP	2	2,024,000
MONROE CNTY INDUST DEVEL CORP	1	498,000
ROCHESTER ECONOMIC DEVEL CORP	1	54,000
<b>Grand Total</b>	<b>4</b>	<b>\$2,576,000</b>

Summary of Loans to Veteran Owned Businesses  
Buffalo/Rochester Combined  
Fiscal Year 2011 as of November 2010

Lender	# of Loans	Total Dollars
MANUFACTURERS & TRADERS TR CO	4	990,000
FIRST NIAGARA BANK NATL ASSOC	2	275,000
FIVE STAR BANK	2	30,000
NEW YORK BUS. DEVEL CORP	1	150,000
RBS CITIZENS NATL ASSOC	1	35,000
Grand Total	10	\$1,480,000